

Message Text

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ORIGIN NODS-00

INFO OCT-01 ISO-00 /001 R

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APPROVED BY EUR:MR.GOODBY
DOD/DA:MR.LABERGE
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PM:JHAWES (SUBS)
EUR/RPM:SLEDOGAR
S/S-0:TGMARTIN

-----127459 250307Z /65

O 250216Z JAN 78 ZFF6
FM SECSTATE WASHDC
TO AMEMBASSY BONN IMMEDIATE
INFO USMISSION USNATO IMMEDIATE
WHITE HOUSE IMMEDIATE

S E C R E T STATE 019646

NODIS

E.O. 11652: XGDS-1

TAGS: NATO, MPOL

SUBJECT: TANK GUN

1. CURRENT STATE OF U.S./FRG TALKS ON TANK GUN TERMS WAS BRIEFED BY UNDER SECRETARY LABERGE TO APPROPRIATE DOD OFFICIALS. MATTERS NOT RESOLVED SO AS TO PERMIT DECISION AND ENABLE PRESENTATION TO CONGRESS. FURTHER DISCUSSIONS NECESSARY ON AN URGENT BASIS. REQUEST EMBASSY IMMEDIATELY INFORM MOD THAT DA HOPES TALKS CAN RESUME IN WASHINGTON, THURSDAY JAN. 26 IF POSSIBLE. APPEARANCES WHICH WILL BE READ BY CONGRESS TO HAVE MEANING SUGGEST STRONGLY THAT IT

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IS GERMANS' TURN TO TRAVEL. FURTHER, DECISION HERE REQUIRES CONSULTATION IN DA AND OSD. HAVING NEGOTIATIONS IN BONN SLOWS PROCESS.

2. RE WHO SHOULD COME, DA WISHES TO NEGOTIATE WITH FRG VICE RHEINMETALL ON EXPORT SALES TERMS. AT SAME TIME, HAVING RHEINMETALL REPRESENTED IN WASHINGTON SO THAT DECISIONS CAN

BE TAKEN IS IMPORTANT.

3. YOU SHOULD ALSO INFORM MOD THAT MAIN AREAS WHERE FURTHER
NEGOTIATIONS ARE NECESSARY ARE:

A. ON DIFFERENCES IN POSITIONS REGARDING BASIS ON WHICH

ROYALTIES ARE COMPUTED; U.S. CANNOT PAY ROYALTIES AGAINST
COMPONENTS NOT USED, BUT WILL CONSIDER SYSTEM ENGINEERING
AS PROPER ELEMENT FOR APPROPRIATE COMPENSATION.

B. NEED TWENTY YEAR LIMITATION ON EXPORT SALES REDUCED
TO TEN YEARS OR LESS WITH A DOLLAR CEILING ON ROYALTIES FOR
THAT CASE.

C. SOME APPROACHES OTHER THAN THOSE SUGGESTED TO DATE
FOR HANDLING THE ISSUE OF LEOPARD MARKETS.

D. UNDERSTANDING OF EXACT ROYALTY RATE FOR EXPORT SALES
IN LIGHT OF FRG WAIVING RIGHTS.

4. LABERGE WILL CONTACT EBERHARD BY PHONE AT OPENING OF
BUSINESS WHASINGTON TIME WED, JAN 25. VANCE

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Message Attributes

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